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INFORMATION FILE

ALBERTA WHEAT POOL



IN PICTURE
RHYME and STORY

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ALBERTA WHEAT POOL

*In PICTURE, RHYME
and STORY*



PUBLISHED BY THE ALBERTA WHEAT POOL
PARTICULARLY FOR THE YOUTH OF ALBERTA

1929



H. W. WOOD
Chairman of Alberta Wheat Pool

Introduction



THE Wheat Pool story is told as simply and briefly as possible in this booklet in the hope that the school children of Alberta, and principally rural Alberta, will find it entertaining and easy to read.

The Alberta Wheat Pool is very much interested in the education of young Albertans along co-operative ideals. It is believed that when the youth of the land grasps the purposes behind co-operation they will align themselves with the movement and insure its future successful development.

NOTE—The characters in this booklet are imaginary. Jimmie Black, a 14 year old boy residing at Broadview, Alberta, is supposed to be writing a series of letters about the Wheat Pool to his cousin, George Wilson, of Toronto, Ontario.

A Wheat Pool Song

(Tune: "Marching Through Georgia")

A WHEAT POOL SONG

(Tune: "Marching Through Georgia")

1

Farmers from Wetaskiwin, Peace River and
Macleod
Make a band of brothers, a co-operative crowd;
Pool their wheat and get a price which makes
them sing aloud,
While we are building Alberta.

The Pool, the Pool,

Co-operates with me,

The Pool, the Pool,

From middlemen is free;

Every man's my neighbor now, instead of
two or three,
While we are building Alberta.

2

If the speculators come, they walk right out
again,
Who can trade in Futures but the folk who
have the grain?
Who deserves the profit? The producers, that
is plain,
While we are building Alberta.

The Pool, the Pool, etc.

THE
ALBERTA
WHEAT
POOL

Jimmie Promises to Tell
Story of the Wheat Pool



Broadview, Alberta.

George Wilson,
Toronto, Ontario.

Dear Cousin George:

When you asked me in your last letter to tell you all about the Alberta Wheat Pool you gave me quite a task. In the first place I was only nine years old when the Wheat Pool started five years ago. At that time, of course, I did not take much interest in the Pool, but heard my parents and grandparents talk a lot about it. Of late years I have been trying to learn all I can about the Wheat Pool and I will do my best to tell you what I know about it.

Of course my father is a Wheat Pool member. He is delegate from our district and goes in to Calgary once or twice a year to meet with the other sixty-nine delegates and go over the progress the Pool has been making and draw up plans for the next year. He could tell you nearly all about the Pool only he is kept pretty busy farming. We have seeded 200 acres to wheat this year. Dad has summerfallowing to do, also some breaking; and there is a piece of brush over by the pasture which he plans on cleaning up. But he has promised to help me in my letters to you.

Mother is going to help me, too, and so is Grandpa and Grandma. Grandpa came west from Bruce County, Ontario, in 1892 and he knows about early conditions, and what a struggle the farmers had in starting into the grain and elevator business for themselves. He says if he could write as fast as he can talk and think, he would soon write you out a whole book about the Wheat Pool.

I had thought the Wheat Pool was something only for grown people to get interested in, and never paid much attention to it until a year or so ago. Since then I have been reading about it in the newspaper published twice a month by the United Farmers of Alberta. This paper is called *The U.F.A.* and there are several pages in each issue with news of the Pool. I also have been listening to Wheat Pool talks over the radio. In the fall, winter and early spring the Alberta Wheat Pool "goes on the air" for fifteen minutes or half an hour every Wednesday night, starting at 8:30. Then the grown-up folks around here often talk about the Pool and sometimes there is a meeting of farmers at the school house and a speaker comes out from the Pool offices.

I am going to make my letters short and write you more often so that you may get the whole story of the Alberta Wheat Pool.

Your cousin,

JIMMIE BLACK.

Grandpa Gives His Ideas of Wheat Pool Movement



Broadview, Alberta.

George Wilson,
Toronto, Ontario.

Dear Cousin George:

This letter about the Wheat Pool is being written with the assistance of Grandpa. Dad was to help me this time, but he is "doctoring" one of our horses. The horse got his left hind leg badly cut on barb wire.

Grandpa says the proper place to start a story about the Wheat Pool is away back in history, even before Bible times. There weren't many people on the earth then and they had quite a hard time to keep themselves alive. There were many great beasts that could gobble a man up almost in one mouthful. People found out that to prevent themselves from being destroyed completely, they had to use their intelligence and band themselves together and unite their individual strength and knowledge or they would have been overcome and all killed.

Then these "dawn people," as Grandpa calls them, found out that in order to provide more food so that hunger times would not occur, the best way was to work together. By so doing all got benefit. This idea was followed more

and more. By working together people built better and more comfortable shelters for themselves and storage places for food they had gathered. By working together people became better educated, for what one learned by experience or observation, he told the others. So education benefited all.

Co-operation, Grandpa says, means working together for the good of all, and he says it is just as useful a method today as it was thousands of years ago. The Alberta Wheat Pool, and all the other Wheat Pools, Grandpa says, are based on this idea of co-operation.

I do wish I could write down all the things Grandpa is telling me. He says that Nature does not provide that all people should be alike or have the same ability. Among the "dawn people" some of the more clever people conceived the idea of being leaders of all the rest. Then when they got to be powerful they thought it a bright idea to have the others do all the work. Of course the leaders got more than their share of the results of this labor. Now this system became worse as the years and centuries went by, until finally a class of leaders was set up and they thought they were chosen to be in that position by The Almighty, and that the rest of the people were born to be almost slaves. Of course you and I have read and studied a lot about that in our histories.

I told Grandpa I always thought that the trouble was over polities, people wanting to get the right to vote and pass their own laws to govern themselves. Grandpa says this state of affairs has to do with the Wheat Pool and insists on telling his story in his own way. He says that people have always had to struggle for liberty and better living conditions, and the Wheat Pool, as it is known in Western Canada now, is a development of this constant

struggle. It is a co-operative movement, a working-together plan thought out and built up by the men who grow the grain on the Western Canadian prairies. They are seeking protection for themselves and to gain it they decided to unite and build up an organization controlled by themselves. As a further step they decided to pool all the grain they grow and sell it through their own organization.

This is all I will write this time as Grandpa is getting cranky. He hasn't had his usual afternoon nap.

Your cousin,

JIMMIE BLACK.



The Why of the Wheat Pool



THE WHY OF THE WHEAT POOL

oo

The priece our wheat would bring in Rome,
In Hamburg or Hong Kong
Was so much greater than at home,
There must be something wrong.

The freights by sea, rail-charges dread,
The losses on the ton,
Were not enough to make the spread
A reasonable one.

And so we farmers pool our wheat
And sell it on a plan,
Divide the profits ripe and sweet
The same for everyone.

And while the middleman contrives
To say that bad is good,
Alberta farmers live their lives
In happy brotherhood.



Grandpa's Second Instalment.

Early Farm Conditions



Broadview, Alberta.

George Wilson,
Toronto, Ontario.

Dear Cousin George:

Here I am again all primed to tell you some more about the Alberta Wheat Pool. I left off last time in the midst of Grandpa's narrative, and he is at my elbow all ready to go on with his story.

Grandpa tells me that when he went to Manitoba in the early days the settlers did not give much thought to joining together to handle and sell their grain. They were too busy breaking prairie sod, fencing, building homes and barns, often going away to earn some ready cash by a few weeks' work. They were satisfied to let other people buy their grain from them so that all the farmer had to do was haul to the elevator and get his cash. This arrangement did not work out so well, as the farmer soon found out. The elevator and grain companies had a complete monopoly of the business and naturally sought to make all the money they could for themselves.

Things must have got to a very bad way according to what Grandpa tells me. He says that there was a time when the farmers could not ship their own grain in freight

cars, as they do now. Even if they wanted to load the cars by shoveling in their grain, they could not do so, for the elevator companies had a complete monopoly. Then the elevator agents would get together and pay almost any price they chose and the farmers had to take what was offered. That was not so good. Things are quite different now and Grandpa says that the changes all came about because the farmers co-operated and fought their own battles. They organized farmers' elevator and grain companies, but they had a hard time making things go. I guess they were pretty much a bunch of rubes at business in those days, but you have to admire their fighting ability. Grain and elevator companies set out to put the organized farmers out of business. There were times, Grandpa says, when it looked as though the farmers couldn't succeed. Their bank credit was stopped; they were kicked off the grain exchange; lies about them were circulated throughout the country, and altogether things were made pretty miserable for those poor, know-nothing farmers who started out to learn the way of Big Business!

Well, since then the organized farmers of Western Canada have learned a great deal about Big Business, thanks to the fact that the pioneer co-operators were "stickers" and "battlers." The farmers of the prairie provinces of Canada to-day own the largest grain handling and marketing business in the world—the Triumvirate of the Canadian Wheat Pool! You know I am glad you asked me to write you about the Wheat Pool, because I am getting to know a lot of things myself, and I am getting quite enthusiastic about the Pool. Grandpa tells me it is up to us young folks to study this Wheat Pool. He says that the farmers of this country must be co-operators if they are ever going to get anywhere. They must read

and study and progress, he says, and the young folks must prepare themselves to carry on when it comes their turn.

I am going to get Dad to tell me something about the Wheat Pool for the next letter. I am sure Grandpa could fill up a dozen letters, but probably what Dad has to say will be interesting.

Your cousin,

JIMMIE BLACK.



That Little Pool Contract of Mine

THAT LITTLE POOL CONTRACT OF MINE

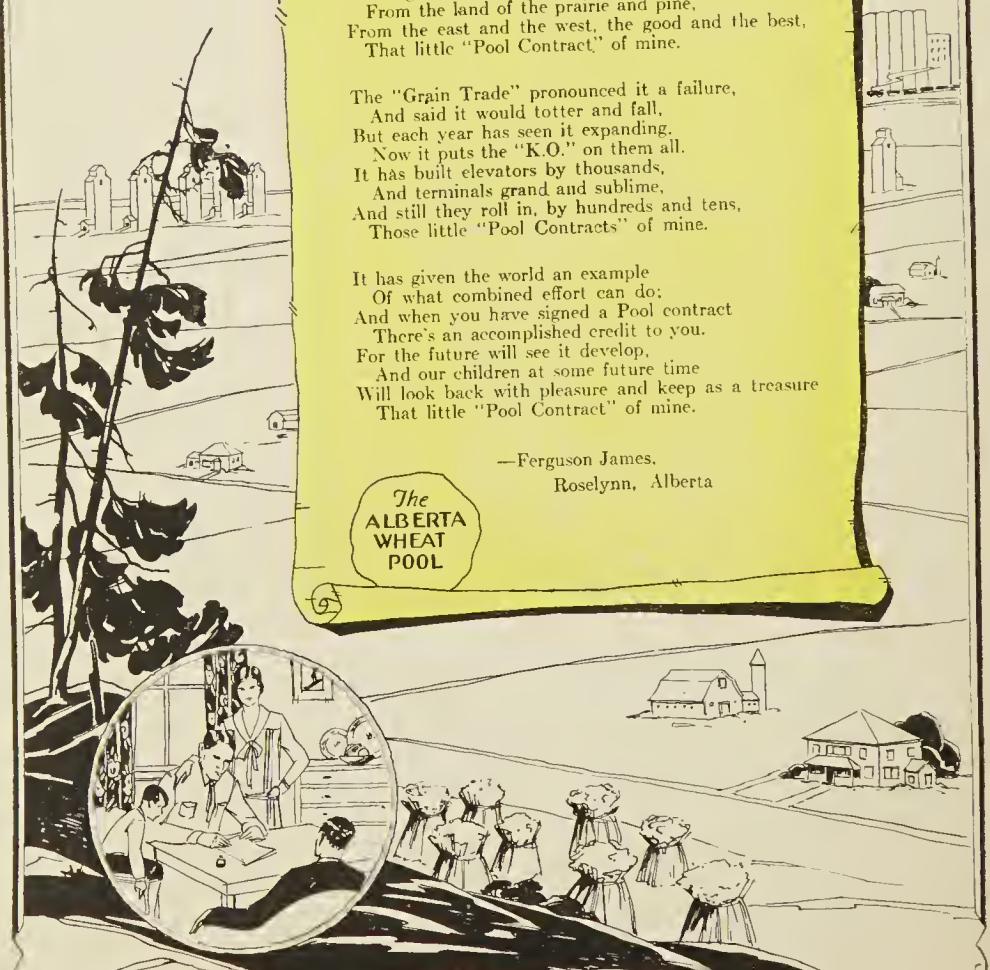
It is only a small scrap of paper,
An agreement quite simple and clear,
But it binds countless thousands of growers
On Canadian plains far and near.
It is signed by industrious farmers,
From the land of the prairie and pine,
From the east and the west, the good and the best,
That little "Pool Contract" of mine.

The "Grain Trade" pronounced it a failure,
And said it would totter and fall,
But each year has seen it expanding,
Now it puts the "K.O." on them all.
It has built elevators by thousands,
And terminals grand and sublime,
And still they roll in, by hundreds and tens,
Those little "Pool Contracts" of mine.

It has given the world an example
Of what combined effort can do;
And when you have signed a Pool contract
There's an accomplished credit to you.
For the future will see it develop,
And our children at some future time
Will look back with pleasure and keep as a treasure
That little "Pool Contract" of mine.

— Ferguson James,
Roselynn, Alberta

*The
ALBERTA
WHEAT
POOL*



Dad Explains Theory of
Wheat Pool Operation



Broadview, Alberta.

George Wilson,
Toronto, Ontario.

Dear Cousin:

Last evening I got Dad to tell me a lot of things about the Alberta Wheat Pool. I wish you had been at our house to have heard him talk, for I am sure I cannot get down in my letter all he told me. Anyhow I will do my best.

Dad says the co-operative movement has been growing steadily in parts of the world during the past century, but more in the line of consumers' co-operatives—that is, the organizations of people to do their own store business, wholesale business and manufacturing business. In Britain this movement was started by a handful of poverty-stricken weavers in Rochdale in 1844. They began a small store with a tiny stock of goods. Everyone laughed at them when they started up, but the movement has grown until to-day British co-operatives do a business of one thousand million dollars a year.

Well, the Wheat Pool is a producers' co-operative. It is for the purpose of selling what the members produce—grain. But it uses similar practices and principles as the

more experienced consumer co-operatives. Some of these principles are: "open membership," "one man, one vote," "operation for service," "limited interest on shares," "just weights," and "economy of large scale operation."

"Open membership" means that every grower, no matter what his race or religion may be, can join the Pool.

"One man, one vote" means that in the election for delegates each member has one vote, even if he only delivers a few bushels.

"Operation for service" means that the Wheat Pool does not try to make profits, but to return to the membership every cent above actual cost of operation.

"Limited interest on shares." This means that the members do not get a high return for money contributed to build elevators or provide capital. They get 6 per cent. per annum on this money, which is considered a fair return. In this way the eagerness for large earnings at the expense of the grain handled is done away with.

"Just weights." Pool elevators are operated on the basis of giving the members fair weights for the grain they deliver. This relieves these men of suspicion that they are being unfairly treated.

"Economy of large scale operation." The Pool members early realized that a very large volume of grain had to be handled in order to keep down costs and to achieve the purpose of market control as far as possible. The Alberta Pool costs of operation have always been less than half a cent a bushel. This means a saving for all members.

Now, I have written this down very much as Dad has told it to me. It is not easy to get to understand all about the details, so I am not putting any more in this letter. Hope you are interested.

Your cousin,

JIMMIE BLACK.



His Royal Highness

HIS ROYAL HIGHNESS

•••

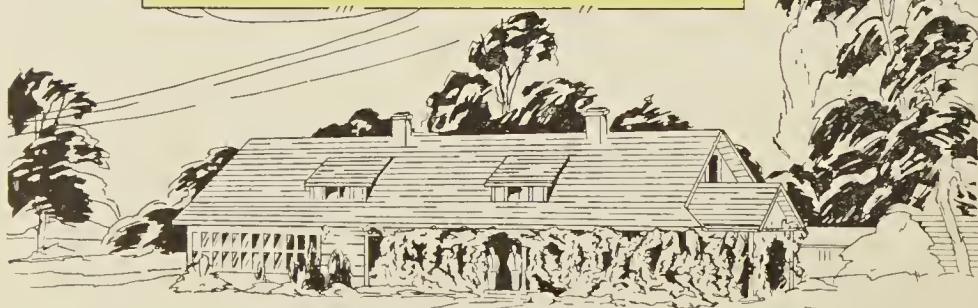
Gallant Eddie Windsor has a farm the same
as me,

Sows his Marquis regular in Spring,
Keeps his eye upon it from his place across
the sea,

Gets a full report on everything.
When the fellows asked him if he'd like to
pool his wheat,

Callant Eddie answered up: "You bet!"
Put his "Edward P." upon the little contract
sheet,
That's the kind of King we're going to get.

When he gets a bit fed up with laying corner-
stones,
When he wants to rest a while and ease his
Royal bones,
Coming to Alberta when the binder's going
strong,
Thinking of the other guy, and helping him
along.



Prince of Wales' Alberta Ranch

*Dad Gives Some Historical
Facts Regarding Wheat Pool*



Broadview, Alberta.

George Wilson,
Toronto, Ontario.

Dear Cousin:

To go on in this letter with Dad's story of the Wheat Pool, I am going to tell you how the organization works. There really are four Wheat Pools in Western Canada, and one in your own Province of Ontario, but all work together. There is a provincial Wheat Pool in each of the three prairie provinces—Manitoba, Saskatchewan and Alberta—and then there is the Canadian Wheat Pool, which is really the selling agency for the three provincial pools.

Alberta was first to form a Wheat Pool. It was on October 19, 1923, that the Alberta Wheat Pool started business. The next year, Manitoba and Saskatchewan formed pools, and the three got together to form the selling agency to dispose of all the Pool grain. This selling agency is called the Canadian Wheat Pool, and it is governed by a board of nine directors, three from each provincial pool. It also sells the wheat of the Ontario Wheat Pool.

The Wheat Pools are operated in much the same way as the Dominion and Provinces of Canada are governed.

Each provincial pool looks after its own particular business, much as each provincial government looks after the business of the province. Then the Canadian Wheat Pool can be compared to the Canadian government.

The Wheat Pools are controlled by the members. The method used to keep the power in the hands of the membership is simple. In Alberta the province is divided into seven districts, and each district is again divided into ten divisions called sub-districts. Every sub-district elects a delegate each year, and these delegates meet at least once a year to elect seven directors and to lay down broad policies for the Pool to follow. The directors who are elected control Pool operations. They meet at least once a month and decide all important questions concerning the operations of the Pool. These directors are entirely responsible for everything in connection with the Pool and must report all important matters to the delegates. The delegates in turn are responsible to the members. So you can see how important it is to have the best men as delegates and directors. These must be good business men and executives, for they have the job of governing a tremendously large business organization, and the men they do business with have been trained for years. All of the young people in the province who plan on being farmers should study and learn all they can about the Wheat Pool, for some day they may be called upon to be a delegate or a director. If they are well equipped for the position, all the better for the Wheat Pool.

The directors appoint all the men who are hired to fill important Pool positions. They try to get the best men they can in order that the Pool's business may be well and carefully attended to. If a delegate or a director doesn't do what the majority of the members want him

to do he can be recalled from office and a new man elected. This system is known as democratic control and keeps the entire Pool business in the farmers' hands. In this way abuses can be avoided, and the men who grow the grain can direct the business to suit themselves. They must understand that there are limitations to what their Pool can do, and bad or unsound business practices must not be adopted, or the Pool's existence may be endangered. That is why Pool delegates and directors must be shrewd and careful men. Often we think things out in our own homes and the plans we devise seem to be wonderful, but we have missed considering certain features that make the plan unworkable. Then sometimes one district is united for one idea which might injure other districts. Such an idea might be rejected by the governing body for the good of all.

Next letter I will tell you more about the Canadian Wheat Pool, or the Central Selling Agency, as it is called.

Yours truly,

JIMMIE BLACK.



The Big Family

THE BIG FAMILY

ooo

Liverpool and Amsterdam and Tokio and Rome

Rome
Buy the hard Alberta wheat that father grows at home,

Golden prairie treasure yielding thirty to the acre,

Buy it as they need it for the miller and the baker.

Should we sell it all at once? Nay, surely it is clear

We might better spread the sales around the circling year.

Meeting every monthly need of lands across the sea,

Getting us a fairer price, and more felicity.

Forty thousand farmers stand with father to declare

They will pool Alberta wheat and sell it everywhere;

Forth thousand brothers underneath the prairie sun,

Helping one another till the yearly task is done.



LIVERPOOL



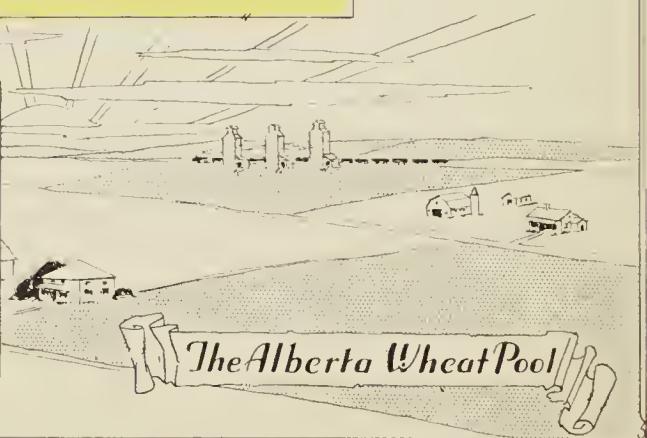
AMSTERDAM



TOKIO



ROME



The Alberta Wheat Pool

Jimmie Writes About
Central Selling Agency

Broadview, Alberta.

George Wilson,
Toronto, Ontario.

Dear Cousin:

Here comes another letter about the Wheat Pool. You may be thinking that this subject is a tiresome one, but I promised to tell you all I knew, and all I could find out about the Wheat Pool, and I am doing my best. Mother says she wishes I would study my school lessons as hard as I am studying this Wheat Pool business. Then Grandpa put in his "two cents' worth" and said they should teach about the Wheat Pool in the schools, and also teach about co-operation so that people would know about it when they grew up, and then the Pools and other co-operative organizations wouldn't have to work so hard and spend so much money in teaching people from thirty years of age upwards what co-operation is and what it can do for them.

In this letter I am going to tell you some more about the Canadian Wheat Pool, or Central Selling Agency. The Canadian Wheat Pool sells all the Pool grain. It is governed by nine directors, three from Alberta, three from Saskatchewan and three from Manitoba. If each provincial Pool had its own selling agency there would certainly be

competition among them and price-cutting would result and the producer would get less money. Then the joining together of the various Pools in one selling agency brings them in constant touch with each other and all join in to smooth over difficulties and help to solve problems. In this way the Pool farmers form a solid line all the way across the Canadian prairies and down into Ontario.

The Central Selling Agency has a very important task. It has to sell all Canadian Pool grain. About one-half of Western Canada's wheat crop is sold by the Pool's selling agency, so you can see how important is their work. Central takes the grain at the terminal elevators, loads it on ships and railways and sends it all over the world to fill orders for sales already made. It has employees in many countries who are selling wheat almost all the time.

The countries in which Pool employees and agents are located are: England, Scotland, Ireland, France, Germany, Sweden, Italy, Switzerland, Holland, Belgium, Denmark, Norway, South Africa, China, Japan, Australia and the Argentine.

The Pool idea in selling grain and particularly wheat, is to try to systematically supply the demand. You know that if your father and all the neighbors raise large crops of potatoes there are too many for the district to eat all at once and great quantities have to be stored. Some cannot store the potatoes and must sell, and this forces the price down still lower. There is too large a supply for the demand, so purchasers get the potatoes at their own price.

In the same way an over-supply of wheat forced on the market at one time lowers prices, so the Wheat Pool plans on marketing Pool grain as consumers need it. As

the wheat that isn't handled by the Pool is not sold in the same careful way Pool wheat is sold, it often disrupts Pool plans. That is why the Wheat Pool is anxious to control all the grain it can.

Before the Pool was formed, the grain growers had to guess when to sell their grain. The most of them got the low prices because prices were generally low when the bulk of the wheat was sold. The Pool saves the Pool member all this uncertainty and worry and gets for each one the best average price over the year. So the Pool farmer can deliver his grain when he likes and go ahead with his work untroubled. He can depend on getting a good average price.

The Wheat Pool pays a certain sum per bushel on the delivery of the members' wheat, and then pays other sums during the year as the wheat is sold. The Pool member gets his money spread over the year more like a man on a salary, and this teaches him to arrange his expenditures over the entire year.

Your cousin,

JIMMIE BLACK.



The Wheat Pool Boys

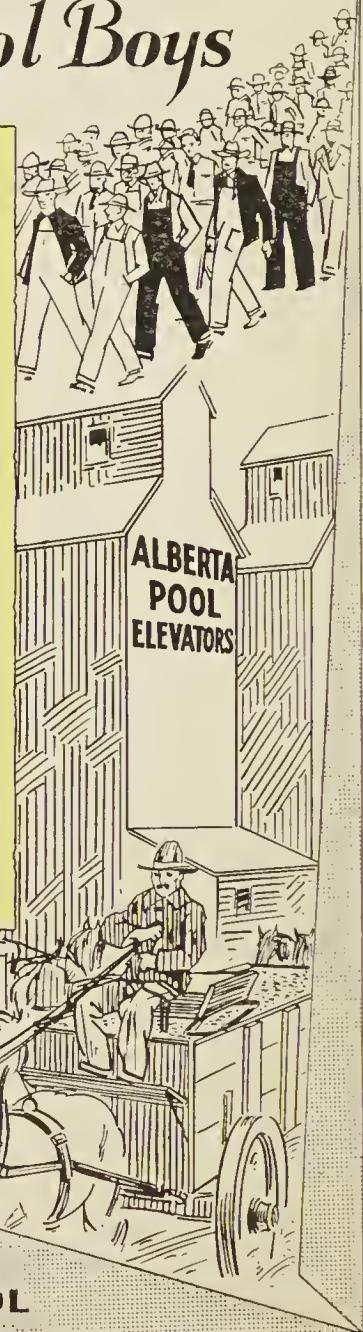
THE WHEAT POOL BOYS

(Tune: "The Old Brigade")



We are the boys of the Pool Brigade,
Thousands and thousands strong,
Steadying prices on every grade,
Marketing right along.
Gone are the days when we dumped our wheat,
Dumped at the middleman's prie.
Gone are the days of our blaek defeat
When the farmer was kept on iee.

Then steadily, shoulder to shoulder,
Meeting the speculator's raid,
Ready and strong, marching along.
We're the boys of the Pool Brigade.



THE
ALBERTA
WHEAT POOL

*Jimmie's Teacher Tells About
Wheat Growing in Western Canada*



Broadview, Alberta.

George Wilson,
Toronto, Ontario.

Dear Cousin:

Very glad to get your last letter and to know that you do not think my story of the Wheat Pool is as dry as dust. I have been thinking that you would have to have a pitcher of water alongside you when you read my letters.

Well, George, I am going to give you a change this letter. I got my teacher to write me something about wheat growing in Western Canada. He has studied about different kinds of wheat and also knows a great deal about the Wheat Pool. He wrote the following out for me, and I am going to save brain energy and give it to you just as he handed it to me:

"Wheat is a common food for many millions of people. It is the seed of a species of grass that has been developed by the selecting of the best kinds as they grew and re-planting them year after year. Now, it takes more than ten million bushels of wheat each day to provide food for the bread - eaters. Europe grows nearly half of all the wheat the world produces, other great wheat-producing countries

are: United States, Canada, India, Argentina, Australia, Russia and China.

"In Western Canada wheat was first grown in 1815, when the Selkirk settlers harvested a crop in Manitoba. Since then wheat growing has developed very rapidly. The 1928 harvest yielded about five hundred and twenty million bushels from the farms of the Canadian prairies. To-day Canada exports more than any country in the world.

"There are many kinds of wheat grown in Canada, but Marquis is the most popular. It was developed from a cross between Red Fife wheat, which was a favorite in the early days of Western Canada, and an early maturing variety obtained from India known as Hard Red Calcutta. It was introduced in 1909, and is still a general favorite, because it ripens fairly early, produces well, and is not readily subject to wheat diseases.

"In the newer and more northerly sections of Western Canada, Marquis has been supplanted by Garnet and Reward wheats. These ripen several days earlier than Marquis, and often this earlier ripening permits escape from frosts.

"Canadian wheat is popular in Europe, which is the great wheat-buying continent. The long days of sunshine on the prairies, the cold nights, and the fertile soil, together with no excess of rainfall, all combine to make conditions right for growing what is known as a strong wheat. In Europe, Western Canadian wheat is known as 'Manitoba' wheat, whether it comes from Alberta, Saskatchewan or Manitoba. The long summer days and cool nights provide a climate suitable for the production of high-quality hard wheat, and it is because of its quality that Canadian wheat is a favorite on the world's markets.

"The Wheat Pools of Western Canada are urging their members to take pains to see that our wheat is not deteriorated. This can be done by keeping fields free from weeds, seeding clean grain of good quality and by not growing too many kinds of wheat."

How do you like that?

Your cousin,

JIMMIE BLACK.



The Pool Receipt

THE POOL RECEIPT

When the grain rolls in, in creaking loads,
And a cloud of dust hangs along the roads,
And the trucks and wagons and tanks and teams
Deliver the wheat in golden streams,
And the buckets zip as they raise the wheat,
Then the farmer smiles at his Pool Receipt.

When the long March days cut the melting snow,
And he knows very soon he will need some dough
For the busy rush of the seeding time,
And the banks shut down and won't lend a dime,
But it worries him not; he has got them beat,
And he smiles as he thinks of his Pool Receipt.

Then the summer comes and the fields of grain
Wave back and forth in the summer rain,
And the harvest is just around the bend.
When the farmer again will need a friend,
But finances now do not worry old "Pete,"
For he cashes in on his Pool Receipt.

Oh! what a vast difference the Pool has made
From the "dumping days" with the old Grain Trade,
When we slumped her off at deflated odds,
And were broke for a year and a day—Ye gods!
But those days are now gone, they have passed
complete,
And tucked in the trunk lies a Pool Receipt.

—Ferguson James,
Roslynne. Alberta

THE ALBERTA WHEAT POOL

*A Neighbor Gives His Views
on Necessity of Wheat Pool*



Broadview, Alberta.

George Wilson,
Toronto, Ontario.

Dear Cousin:

Well, George, my last letter to you gave me an idea. I got the teacher to write it and it worked so slick that I thought I would try out the same scheme on another party. We have an old bachelor neighbor, a great Wheat Pool man, and a great studier. Every fall he lays in a supply of books and he takes all kinds of newspapers and magazines. I think he uses *The U.F.A.* newspaper as a sort of a second Bible. Now, I went over to him and asked for an article on the "The Advantages of the Wheat Pool." He came across and here is the result:

"The young people have often heard speeches and read articles telling of Canada's wonderful resources. It is true the Dominion is rich in natural resources. The unfortunate feature of the whole situation is that only a comparatively few people benefit very greatly from the development of this wealth. The workers as well as the resources are only too often exploited to make a few wealthy people.

"Co-operation among the workers makes for a more even distribution of wealth. Its aim is to have fewer extremely poor people and fewer extremely rich people.

"The Canadian Wheat Pools offer constant protection to the grain producers. Without these big producers' co-operatives the elevator and grain companies would have complete control of the handling and selling of the harvested grain. There is good profit in this business, especially when there are no checks on greed. Possibly the larger companies would amalgamate or sell out to huge foreign corporations as has been done in other lines of business. The Wheat Pool is not seeking to continually fan the flames of hatred against corporations. It does seek to show the dangers of being placed in a position where others can use the power of wealth and influence to the disadvantage of the farmer. Canadian farmers should always prize their own institutions and realize their value as protection as well as in other ways. If the Wheat Pools were not large and strong, they would soon be overwhelmed. That would be a tragedy for all of Canada. So it becomes a duty for all farmers to maintain the Wheat Pool in its full strength.

"The results of co-operative marketing as observed by many years of successful effort has been to set up a better, shorter and more economical system. The spread between the price the producer receives and the price the consumer pays is narrowed, and the producers get a larger return. Year in and year out the members of the producers' co-operatives, if the business is well and carefully managed, will get a greater return in money than producers marketing individually.

"The farmers, through the Wheat Pools, have been able to gain the attention of the government of Canada and ob-

tain rights they otherwise would be unable to get. Acting as individuals, the farmers would never have been able to wield the same influence with the government."

Say, George, Dad thinks the above is a classic. He says our neighbor "hit the nail on the head."

Your loving cousin,

JIMMIE BLACK.



Mother Explains

Wheat Pool Marketing

MOTHER EXPLAINS

My mother, when she starts to make
 Hot biscuits, says: "Remember,
 You eat as much good bread and cake
 In June as in November,
 In March as in September,
 And every week I have to bake."

"All 'round the world the mothers buy
 Their wheat-flour *as they need it.*
 They mix it up for cake and pie
 And to the children feed it.
 So much! They don't exceed it,
 And none of them would even try."

"So Daddy and his farmer friends
 Put all their wheat in tether,
 And sell it as each nation sends
 An order; then together,
 In mild or wintry weather,
 We get the cash the buyer sends."

Mother Explains Need for Co-operation in Rural Life



Broadview, Alberta.

George Wilson,
Toronto, Ontario.

Dear Cousin:

Mother and I had a long chat about the Wheat Pool last night. Now, mother has not a great deal to say about such things as a rule, but she does a lot of thinking. Mother reads a lot and has plenty of ideas of her own. She told me that she thinks the Wheat Pool is going to do a great deal in broadening out the lives of the farm people.

"I am very glad to see you so interested in this subject, Jimmie," she said. "You are my oldest son and will likely be a farmer like your father. There are advantages and disadvantages in farm life, but a lot of the latter are the farmers' own fault. Not only will the Wheat Pool make more money for its members, but it will also give them courage to progress further, to continually devise steps to overcome any difficulties they may meet, and to teach them to work together for the good of all."

"Maybe, Jim, you have never heard of an 'inferiority complex,' but a lot of farmers suffer from it. They think they cannot help themselves, and the result is that they never try. Now, son, no one is ever going to get others

to attend to his own business better than he can himself if he will give his mind and ability to the job.

"Instead of continually complaining about trials and tribulations farmer people should undertake to dig out facts and find remedies. Too many of us take the opinion of the 'other fellow' as a gospel truth and don't really find out if it is right or not."

Mother thinks that co-operation should be taught to school children. If that were done, she says, people would readily accept it. Here is what she says about it, written down just as she told it to me.

"It takes a long time for a new idea to be adopted generally. One would think that after the years of experience all the farmers would gladly become Wheat Pool members. The difficulty appears to be in the lack of general co-operative education. Political democracy is grounded upon wide-spread education. The principles have been taught in all the schools until no one thinks to the contrary. If co-operation were taught to the same extent in the schools, its principles and practices fully explained, it would result in a general acceptance of the system and the result would benefit the entire country.

"Working together for the good of all is the keynote of the co-operative movement—working together instead of competing one against the other. In the games played on school grounds it is usually the team that cooperates best that wins. If each member of the team played only to add to his own glory, the result would be defeat when playing against a co-operating team. That principle should be followed into the greater games of life. Co-operation always wins!"

Hope to hear from you soon.

Your cousin,

JIMMIE BLACK.

The Argument

THE ARGUMENT

ooo

Sometimes a white-edged cloud of hail
Uprises in the summer blue
And whips my wheat crop like a flail.

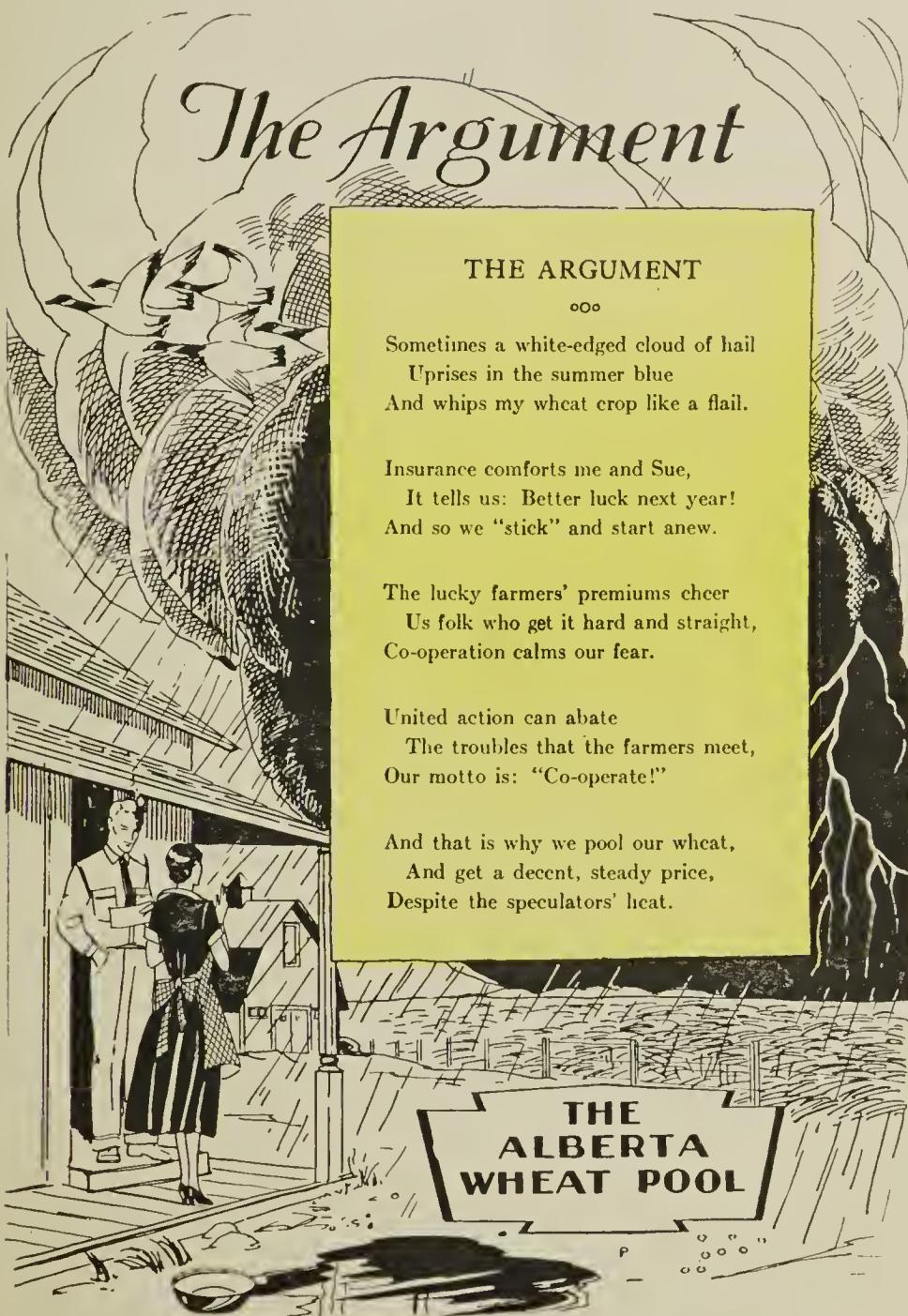
Insurance comforts me and Sue,
It tells us: Better luck next year!
And so we "stick" and start anew.

The lucky farmers' premiums cheer
Us folk who get it hard and straight,
Co-operation calms our fear.

United action can abate
The troubles that the farmers meet,
Our motto is: "Co-operate!"

And that is why we pool our wheat,
And get a decent, steady price,
Despite the speculators' heat.

THE
ALBERTA
WHEAT POOL



*Progress in Building Pool Elevators
and the Need for Same*



Broadview, Alberta.

George Wilson,
Toronto, Ontario.

Dear Cousin:

I am getting towards the end of my string on the subject of the Alberta Wheat Pool. I believe the outstanding features have been fairly well covered. The only Wheat Pool feature I am going to deal with in this letter is Pool elevators.

The Alberta Pool owns more than four hundred country elevators. It also owns one terminal elevator at Vancouver, the largest one on the Pacific coast, and leases two more, one at Vancouver and one at Prince Rupert. These elevators are operated for the benefit of the Wheat Pool members. Every Pool member who delivers his grain to a Pool elevator gets it handled at cost. No one makes any profit on handling or selling Pool wheat. The elevators were built by the Pool because members wanted better protection. They wanted assurance that they would get fair and equal treatment. So the elevators were built and are being operated on the basis of fair and equal treatment to all.

Just how to get the money to build the Pool elevators was a problem at first. The Wheat Pool had no money

when it was started. Then the members said we will all contribute two cents a bushel each year until we have our own system built. Two cents a bushel seems a small sum, but adding it all together year by year it soon amounts up. In four years the Alberta Wheat Pool's elevator reserve has amounted to nearly four million dollars. All the country elevators are paid for, and the cost of the terminal is rapidly being paid.

If at all possible members should deliver their grain to Pool elevators. It means better service and more money to the members. They should not be coaxed away by big promises or loud talk. No elevator company can give you more than the Wheat Pool unless it is taken from someone else. Then some time later you may be the one that it will be taken from.

The three Western Wheat Pools own and operate nearly fifteen hundred country elevators and twelve terminals. This comprises the largest grain handling system in the world.

Your cousin,

JIMMIE BLACK.







